

## Message Text

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61

ACTION EA-14

INFO OCT-01 ISO-00 AID-20 CIAE-00 EB-11 FRB-02 INR-10

NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03 CIEP-02

LAB-06 SIL-01 OMB-01 DOTE-00 L-03 DRC-01 /095 W

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R 230740Z APR 74

FM AMEMBASSY TAIPEI

TO SECSTATE WASHDC 1616

INFO USDOC WASHDC

AMCONSUL HONG KONG

LIMITED OFFICIAL USE TAIPEI 2565

E.O. 11652: NA

TAGS: BPRO, TW

SUBJECT: FICA CREDIT INSURANCE REQUEST FOR SALE OF  
10 TON DUMP TRUCKS TO RETSER

PASS EXIM BANK

HONG KONG FOR RAND

COMMERCE FOR VAN GESSEL

1. THERE SEEMS TO BE SOME CONFUSION WITH REGARD TO THE  
SALE OF DUMP TRUCKS BY MACK TO RETSER, ACCORDING TO  
H.C. YEN, PRESIDENT OF RETSER, MACK DID TENDER FOR THE  
SALE OF 90 TEN TON DUMP TRUCKS; HOWEVER, RETSER CHOSE  
INTERNATIONAL HARVESTER AND ALREADY HAS CONTRACTED FOR  
THE PURCHASE OF THESE DUMP TRUCKS. DELIVERY IS  
PROMISED COMMENCING IN NOVEMBER 1974.

2. RETSER IS CURRENTLY NEGOTIATING WITH NISSON FOR  
140 TEN TON DUMP TRUCKS; HOWEVER, NISSON HAS ADVISED RETSER  
OF A PRICE INCREASE OF \$2,000 PER UNIT OVER THEIR  
ORIGINAL QUOTE AND A POSSIBLE DELAY IN DELIVERY WHICH  
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WAS SCHEDULED TO COMMENCE IN JULY 1974. YEN INDICATED

NEGOTIATIONS MAY BREAK DOWN BECAUSE OF THE INCREASED PRICE AND FOR WHAT YEN INDICATED AS "POLITICAL REASONS" (I.E. JAPAN HAVING SIGNED AN AIR AGREEMENT WITH THE PRC). IN EVENT OF BREAKDOWN RETSER IS PREPARED TO PURCHASE THE 140 UNITS FROM INTERNATIONAL HARVESTER IF THEY CAN COMMENCE DELIVERY IN JULY OR AUGUST 1974 AT LATEST AND AT SAME PRICE AS QUOTED FOR 90 UNITS ALREADY CONTRACTED FOR.

3. AN ADDITIONAL 160 TEN TON DUMP TRUCKS COULD BE PURCHASED FROM INTERNATIONAL HARVESTER BY RETSER IF DELIVERY CAN BE MADE IN EARLY 1975.

4. RETSER DESIRES TO STANDARDIZE ITS EQUIPMENT AND OVER THE NEXT SEVERAL YEARS WILL REQUIRE BETWEEN 600 AND 700 TEN TON DUMP TRUCKS ALL OF WHICH COULD BE PURCHASED FROM INTERNATIONAL HARVESTER PROVIDED DELIVERY SCHEDULES CAN BE MET AND PRICES REMAIN COMPETITIVE.

5. ACCORDING TO RETSER GUARANTOR OF THE CREDIT WILL BE THE VOCATIONAL ASSISTANCE COMMISSION FOR RETIRED SERVICEMENT (VACRS) BACKED BY THE MINISTRY OF FINANCE.

6. EXIM MAY WISH DISCUSSION FOREGOING WITH INTERNATIONAL HARVESTER GLEYSTEN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 APR 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Subject:** FICA CREDIT INSURANCE REQUEST FOR SALE OF 10 TON DUMP TRUCKS TO RETSER  
**TAGS:** BPRO, TW  
**To:** STATE  
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